RJ REYNOLDS

TOBACCO COMPANY

J. CAMPBELL / ROU 1610
PROMOTIONAL COORDINATOR

8899 MAIN STREET
WILLIAMSVILLE, NY 14221
(716) 634-4179
FAX (716) 634-3145

March 20, 1998

RJR Account #611800
Mr. J. Beaver
STANDARD ROSENBAUM

SALEM TEAR TAPE PROMOTION #800438: MAY (#805)

Dear Joe:

SALEM .30¢ Tear Tape product has been ordered in reference to the above promotion. Ship number of cartons per brand style to your participating retail accounts as identified on the attached Customer List. No Displays are required, as retailers will utilize Displays they received with the April Salem Tear Tape distribution. This product is being shipped to you @ $3.00/carton off-invoice.

RJR will reimburse you $4.75 per **6M** promoted case shipped to retail on a timely basis. This equates to **$47.50 (10 (6M) case(s) @ $4.75)**. Payment will be made as soon as possible once verification is received that all displays have been shipped to retail.

PARTNERS 'BONUS' REPORTING DESCRIPTION	'SAL 98 .30/1 PK'

As always, thanks for your assistance in the marketing of our products.

Sincerely,

Judy

J. Campbell
Promotional Coordinator / 1610
/jc
cc: R. Tanchyk
Enc. Retail Customer List

Note to RJR Manager:
Upon verification of shipment to retail, notify Judy (#1610) for payment distribution to account.

SAL-MAY.DOC

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MAY DELIVERY
SALEM TEAR TAPE
STANDARD ROSENBAUM

UPC Code	SALEM BRAND STYLE	#/ (6M) Cases @ .30¢ Off
12300-24194	*Full Flavor*	2
12300-24195	*Full Flavor 100*	1
12300-24196	*Light*	3
12300-24197	*Light 100*	4

UTILIZE ANY RESIDUAL BRAND STYLE QUANTITIES FROM APRIL PRODUCT DISTRIBUTION TO MEET MAY DISTRIBUTION AS NEEDED

Product / Premium Arrival: **April 27, 1998**

Ship Date to Retail: **Week of: May 11, 1998**

EFT $ Amount: **$3,101.69**

May Drive Period 805 / Promotion #800438

PROMOTION DESCRIPTION:

SHIP NUMBER OF CARTONS PER BRAND STYLE TO EACH RETAILER AS INDICATED ON THE ATTACHED CUSTOMER LIST.

RETAILER WILL PLACE IN SALEM 40-PACK DISPLAY WHICH WAS SHIPPED WITH APRIL PRODUCT DISTRIBUTION

MAY DELIVERY

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WHOLESALER : 511800 STANDARD-ROSENBAUM, INC. <DIRECT>
TEMPLATE : 800438 80500 SAL 98 .30/1 NO
SALES LEVEL : 16XXXX

TERR	RETAIL	ACCT	NAME	ADDRESS	CITY	ST	ZIP	M85 QTY	M100 QTY	LT M85 QTY	LT M100 QTY	TOTAL QTY	CHAIN-ID	SUPPLIER
162202	162238	632811	CITGO #1425	100 N 2ND ST	FULTON	NY	13069	6	2	7	2	17	3459-0000	05967
162210	162227	178900	RICHIE STATIONARY	MARKET & CENTER S	ELLENVILLE	NY	12428			1	2	3		
162210	162227	393686	XTRA MART #1421	ROUTE 209	WAWARSING	NY	12489	1	1	1	1	4	3459-0000	
162302		274609	XTRA MART #1462	EXIT 21 RT 9N	LAKE GEORGE	NY	12845	1		1		2	3459-0000	
162302	162320	511585	XTRA MART #1458	BAY & SANFORD STR	GLENS FALLS	NY	12801	1	1	1	1	4	3459-0000	
162302	162320	512855	XTRA MART #1435	360 GLEN ST	GLENS FALLS	NY	12801			2	1	3	3459-0000	
162303	162324	087082	HESS #32211	NOTT ST & MAXON R	SCHENECTADY	NY	12308	1	1	1	1	4	0353-0100	
162303	162322	422751	SUNOCO SCOTIA #1493	184 SACANDAGA RD	SCOTIA	NY	12302	1		3	2	6	3459-0000	
162304	162321	020910	COLONIAL DELI MART	280 MIDDLETOWN RD	WATERFORD	NY	12188	1	1	1	1	4		
162304	162322	026572	COULSON'S NEWS	594 NEW LOUDON RD	LATHAM	NY	12110	1	1	1	1	4		
162304	162322	175999	COULSON'S NEWS	420 BROADWAY	ALBANY	NY	12204	2	2	2	2	8		
162304	162321	239719	XTRA MART #1473	2951 ROUTE 9	BALLSTON SP	NY	12020			1		1	3459-0000	
162304	162321	318275	NUTTINGS GENERAL ST	1359 5TH AVE	WATERVLIET	NY	12189	1	1	1	1	4		
162304		415689	MID VALLEY OIL #141	1958 AMSTERDAM RD	BALLSTON SP	NY	12020				1	1	3459-0000	
162304	162321	459138	MID VALLEY OIL #145	616 BROADWAY	WATERVLIET	NY	12189	1	1	1	1	4	3459-0000	
162304	162325	480355	XTRA MART #1508	491 5TH AVE	TROY	NY	12182	1		1	1	3	3459-0000	
162304	162321	508214	SANDRA J. BESTON	16 COHOES RD	WATERVLIET	NY	12189	1	1	1	1	4		
162304	162322	541818	AMIN PETROLEUM	736 NEW LOUDON RD	LATHAM	NY	12110	2		9	20	31		
162304	162322	571958	BEVERAGE BARON	269 OSBORNE ROAD	LOUDONVILLE	NY	12211	2	2	2	2	8		
162304	162322	681800	LATHAM NEWS	679 TROY SCHENECT	LATHAM	NY	12110	1	1	1	1	4		
162304	162321	700415	WATERFORD BEV MART	35A SARATOGA AVE	WATERFORD	NY	12188	1	1	1	1	4		
162304	162322	721863	PAYLESS BEVERAGE	1021 TROY SCHENEC	LATHAM	NY	12110	1	1	1	1	4		
162304	162321	737899	ONE DOLLAR DEALS	CROSSINGS SHOP CE	CLIFTON PAR	NY	12065	2	2	2	2	8		
162304	162325	739411	BEVERAGE BARN INC.	402 5TH AVE	TROY	NY	12182	2	2	2	2	8		
162304	162321	766952	HALFMOON GETTY	1493 ROUTE 9	CLIFTON PAR	NY	12065	2	2	2	2	8		
162304	162322	777272	HANDY ANDY	654 WATERVLIET SH	LATHAM	NY	12110	2	2	2	2	8		
162304	162321	804040	WATERVLIET MARKET	500 13TH ST	WATERVLIET	NY	12189	2	2	2	2	8		
162305	162325	083760	SUPER MART INC	50 COLUMBIA	RENSSELAER	NY	12144	1	1	1	1	4	3148-0000	
162305	162326	176960	SOUTH CAIRO CTRY ST	ROUTE 23 B	SOUTH CAIRO	NY	12482				1	1		
162305	162326	346438	SUPER MART	1811 COLUMBIA TPK	CASTLETON O	NY	12033	1		1	3	5	3148-0000	
162305	162324	441213	SUPER MART #6	1560 CENTRAL AVE	ALBANY	NY	12205	1		3	3	7	3148-0000	
162305	162322	503321	SUPER MART II	463 ALBANY SHAKER	LOUDONVILLE	NY	12211	1		1	3	5	3148-0000	
162305	162326	568618	SUPERMART	ROUTE 22	CANAAN	NY	12029	1		1	2	4	3148-0000	
162305	162322	649997	MONTANA FOOD MKT	17 WATERVILET AVE	ALBANY	NY	12206	1		1	2	4		
162305	162326	654282	J&G	91 SOUTHER BLVD	ALBANY	NY	12209	1	1	1	1	4		
162305	162322	718802	ABC GALLERIES	125 CENTRAL AVE	ALBANY	NY	12206	3	3	3	3	12		
162305	162326	722987	NEW AB CONVENIENT	299 2ND AVE	ALBANY	NY	12209	1		1	4	6		31021
162305	162326	767079	QUICK-STOP DELI	ROUTE 32	KINGSTON	NY	12401			1		1		57281
162305	162326	773876	GRANDMA'S DELI	187 ROUTE 23A	PALENVILLE	NY	12463	1	1	2	2	6		12666
162306	162328	439031	QUICK PICK CORNER	22 N BROADWAY	RED HOOK	NY	12571	2	3	7	4	16		
162306	162325	513497	MPC ENT/GETTY	700 PAWLING AVENU	TROY	NY	12180	1		3		4		15438
162306	162326	607426	GRAMPY'S	203 CHURCH STREET	NASSAU	NY	12123	1	1	1	20	23		

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SALES LEVEL : 16XXXX

TERR	RETAIL	ACCT	NAME	ADDRESS	CITY	ST	ZIP	M85 QTY	M100 QTY	LT M85 QTY	LT M100 QTY	TOTAL QTY	CHAIN-ID	SUPPLIER
162306	162325	625126	MID VALLEY OIL #142	95 HILL ST	TROY	NY	12180	1	1	1		3	3459-0000	
162306	162326	686760	XTRA MART	600 COLUMBIA TPKE	EAST GREENB	NY	12061	1		1		2	3459-0000	
162306	162325	686867	NITE OWL NEWS	400 FULTON ST	TROY	NY	12180	1		1	4	6		
162306	162325	722162	FAST FOOD EXPRESS	132 MAIN AVE	WYNANTSKILL	NY	12198	2		1	7	10		25544
162306	162325	731743	NED ABBOTT'S NEWS	185 HOOSICK ST	TROY	NY	12180			2	1	3		17515
162307	162327	178373	CONVENIENT DELI	186 MAIN ST	NEW PALTZ	NY	12561	1	1	1	1	4		
162307	162327	769517	KNOTH'S MOBIL	409 MAIN ST	NEW PALTZ	NY	12561	1		1	6	8		
162308	162328	769707	HYDE PARK DELI	1 W MARKET ST	HYDE PARK	NY	12538				5	5		

PAGE BREAK TOTAL ACCOUNTS	50	TOTAL QUANTITY	59	39	85	127	310	
TEMPLATE TOTAL ACCOUNTS	50	TOTAL QUANTITY	59	39	85	127	310	

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